

Message Text

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20

ORIGIN OPIC-06

INFO OCT-01 AF-06 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-01 INR-07 NSAE-00 USIA-15 TRSE-00 XMB-04 SP-02

CIEP-02 LAB-04 SIL-01 OMB-01 /062 R

DRAFTED BY OPIC/F BMHENDERSON

APPROVED BY EB/IFD/ OIA:RJSMITH

OPIC/F: AHOPE

OPIC/ID: GCOOPER

AF/W: ELOLLIS

AF/C: JBLDGETT

AF/W: RMCGUIRE

AF/W: WRAMSAY

EB/IFD/OIA: DHSTEBBING

----- 061080

R 162221Z DEC 75

FM SECSTATE WASHDC

TO AMEMBASSY ABIDJAN

AMEMBASSY ACCRA

AMEMBASSY LAGOS

AMEMBASSY YAOUNDE

AMCONSUL DOUALA

AMCONSUL KADUNA

UNCLAS STATE 296336

E.O. 11652: N/A

TAGS: EFIN

SUBJECT: OPIC-SPONSORED INVESTMENT MISSION, MARCH 20 -
APRIL 3, 1976

1. REQUEST CONCURRENCE TRAVEL OF OPIC VICE PRESIDENT FOR
FINANCE, ANTHONY HOPE, AND MANAGER OF PROJECT FINANCE FOR
AFRICA, BONNY HENDERSON, PER FOLLOWING SCHEDULE FOR PURPOSE
OF MAKING LOCAL ARRANGEMENTS FOR OPIC-SPONSORED INVESTMENT
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MISSION OF U.S. BUSINESS EXECUTIVES IN MID-MARCH:

JAN 10, LV NEW YORK 1800, RK 50, JAN 11, ARRIVE DOUALA 1645
LV DOUALA 1930, UK 756, ARRIVE YAOUNDE 2000
JAN 13, LV YAOUNDE 845, UY 743, LV DOUALA, 1030 RK 511, ARR
LAGOS 1155. JAN 16, LV LAGOS 700, WT 678, ARRIVE KADUNA
805. JAN 18, LV KADUNA 1330, WT 671, ARRIVE LAGOS 1435.
JAN 18, LV LAGOS 1830, GH 565, ARRIVE ACCRA 1815. JAN 21,
LV ACCRA, 1130, GH 548, ARRIVE ABIDJAN 1215. JAN 23, LV
ABIDJAN 2345, AZ 831. REQUEST EMBASSIES RESERVE TWO SINGLE
ROOMS IN HOTELS AS REQUIRED AND MEET AT AIRPORT. OPIC
OFFICERS WISH APPOINTMENTS WITH AMBASSADOR EACH COUNTRY AND
WITH APPROPRIATE GOVERNMENT OFFICIALS TO EXPLAIN AND PROGRAM
THE MISSION.

2. OPIC MISSION TO WEST AFRICA WILL BE SIMILAR TO SUCCESS-
FUL OPIC-SPONSORED INVESTMENT MISSIONS TO FIVE ARAB COUN-
TRIES IN FEBRUARY AND FIVE CENTRAL AMERICAN COUNTRIES IN
OCTOBER. OPIC WILL SELECT 20-25 EXECUTIVES AT DECISION-
MAKING LEVELS OF U.S. COMPANIES TO PARTICIPATE ON BASIS OF
LIKELIHOOD COMPANY MAKING AN INVESTMENT IN AFRICA IN NEXT
3-5 YEARS AND FINANCIAL AND MANAGERIAL CAPABILITY TO UNDER-
TAKE SUCH INVESTMENT. OPIC IS STRESSING PARTICIPATION BY
FIRMS IN FOREST PRODUCTS, AGRIBUSINESS, TEXTILES AND PRO-
CESSING INDUSTRIES, ALTHOUGH THE MISSION IS LIKELY TO
INCLUDE SOME LIGHT MANUFACTURING AND METALS COMPANIES.
OPIC IS ALSO PLANNING TO SELECT SEVERAL EXECUTIVES OF
MINORITY-OWNED BUSINESS.

3. PURPOSE OF MISSION IS TO INTRODUCE EXECUTIVES TO WEST
AFRICA (SPECIFICALLY FOUR COUNTRIES) AS PLACE FOR FUTURE
INVESTMENT BY THEIR FIRM. MOST MISSION PARTICIPANTS WILL
BE NEW TO AFRICA, HENCE EFFORTS WILL BE MADE TO SCHEDULE
A VARIETY OF ACTIVITIES. TYPICAL TWO-DAY COUNTRY (CAPITAL
CITY) VISIT WILL INCLUDE MEETINGS WITH KEY MINISTRIES AND
HEAD OF STATE, VISITS TO A FEW INVESTMENT PROJECTS, NOT
NECESSARILY U.S.-OWNED, FULL BRIEFING BY U.S. EMBASSY,
MEETINGS WITH DEVELOPMENT AND COMMERCIAL BANKERS AND WITH
LOCAL BUSINESS PEOPLE. IN NIGERIA GROUP WILL SPEND TWO DAYS
LAGOS AND TWO DAYS KADUNA. OPIC IS DRAWING UP TENTATIVE
SCHEDULE WITH SUGGESTED APPOINTMENTS FOR EACH COUNTRY WHICH
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WILL BE SENT SEPTTEL.

4. OPIC WILL SEND COURTESY LETTER TO EACH AMBASSADOR IN
WASHINGTON EXPLAINING MISSION AND REQUESTING ASSISTANCE IN
ARRANGING MEETING WITH HEAD OF STATE. OPIC HAS FOUND RECEP-
TIVE REACTION FROM ECONOMIC ADVISORS DOUGUIH (IVORY COAST),
NOMO (CAMEROON) AND ANI (NIGERIA) IN SETTING UP APPOINT-
MENTS.

5. TENTATIVE MISSION DATES ARE MARCH 20 TO APRIL 3. SPECIFIC DATES EACH COUNTRY WILL BE SENT ASAP.

6. POSTS SHOULD MAKE RESERVATIONS REQUESTED PARA ONE AND APPOINTMENTS WITH APPROPRIATE OFFICIALS, BUT SHOULD NOT RAISE POSSIBLE APPOINTMENT WITH CHIEF OF STATE UNTIL THEY HAVE HAD OPPORTUNITY TO DISCUSS VISIT WITH HOPE AND HENDERSON.

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Margaret P. Grafeld
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